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ENTITY GREEN RECYCLING

Providing Comprehensive Recycling Services Sustainably
Final Report

July 15, 2010

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USAID JORDAN ECONOMIC DEVELOPMENT PROGRAM

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DELOITTE CONSULTING LLP

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ADVANCING EGT'S RECYCLING PROGRAM

BACKGROUND

ABOUT EGT

Entity Green Training incubates sustainable businesses and implements specialized training programs. EGT is a company that benefits the environment both directly and indirectly through green programs and resource stewardship. At the same time, EGT projects are socially inclusive opportunities that provide marginalized people with access to skills and employment.

In March 2008 EGT was incorporated as an LLC in Jordan by a group of professionals from diverse backgrounds who sought an innovative approach to transformative development. EGT combines expertise in the fields of international development, environmental stewardship, project implementation and business. EGT's goal is to create sustainable communities.

EGT'S RECYCLING PROGRAM

EGT has established a recycling program in Amman and at the Dead Sea servicing hotels, corporate and NGO offices, embassies and schools. To meet the needs of diverse clientele, EGT developed a variety of collection and sorting systems suitable for high-security embassies, five-star hotels, schools and traditional offices. Currently, the recycling program operates at more than fifty institutions, collecting approximately 50 metric tons of waste each month.

PROJECT DESCRIPTION

In January 2010 EGT began implementation on a USAID Jordan Economic Development Program grant to train recycling staff, procure machinery and develop suitable facilities to advance the recycling program in Amman and at the Dead Sea. The training activities took place over three months, from January to April 2010, and machinery and facilities development took place from January through June 2010. Business development activities have been ongoing and are continuing.

Under the USAID JORDAN ECONOMIC DEVELOPMENT PROGRAM grant EGT trained 20 youth in basic sorting, hotel servicing and materials identification skills. EGT's team trained participants in recycling principles and sorting methods as well as mapping sources and



EGT trainee sorts paper for recycling at Ein al Basha.

routes. Upon completion of the training period, EGT hired the graduates to work in sorting and on site at recycling accounts in Amman and at the Dead Sea.

With the support of the USAID JORDAN ECONOMIC DEVELOPMENT PROGRAM grant, EGT purchased necessary equipment including pallet trucks, gloves and shovels for use in the sorting process, and a baler for packaging recyclables for sale. The grant also enabled EGT to employ trainers and to provide stipends for the trainees. During the three months of training EGT worked with the sorting staff to make the process of separating paper, glass, cardboard, metals and plastics more efficient. Re-designing the sorting stations as well as storage and selling points has enabled EGT to handle more recyclable materials in less time.

Business development has been a key feature ensuring the sustainability of the EGT recycling program. In the first four months of 2010, EGT has established new recycling accounts at 10 clients in Amman and at the Dead Sea.

PROJECT STRUCTURE

EGT is based in Ein al Basha, a community 10 km north of Amman. The site is located near residential areas with high rates of unemployment and limited access to training. The trainees are from marginalized backgrounds with limited access to education and employment; most did not reach the Tawjihi exam.

The trainees attended programs at the site in Ein al Basha and high-achieving trainees were trained on-site at some of EGT's hotel clients. The training period lasted from January 17, 2010 until April 16, 2010.

PROGRAM IMPACTS AND RESULTS

EMPLOYMENT

Upon completion of the training at the end of April, EGT hired 19 of the trainees. One trainee passed away in a car accident at the end of April. The graduates are now working in sorting and packaging recyclable materials at the facility in Ein al Basha and in pre-sorting and collecting materials at hotel accounts. Additionally, some of the more advanced graduates have been placed at high-end accounts, such as hotels.

UPDATE: Unfortunately, during the month of June two graduates from the program decided to no longer continue their work with EGT. However, EGT has already hired replacements and anticipates the hiring of an additional 4 to 5 staff to handle the recent growth of the recycling program, as explained below.

"Working for EGT's recycling program I'm able to support myself and my family – EGT gave me a chance and I took it."

Mohammed Abu Al Ghanni, Recycling Program Graduate and EGT Employee

NEW BUSINESS DEVELOPMENT

***“People have been talking
about recycling for years, but
EGT has actually done it.”***

Imad Bukhari

CEO, COZMO Supermarket

During the grant period and continuing in May and June 2010, EGT signed contracts with 10 new major accounts including the Marriott Amman, the Intercontinental Amman, the Holiday Inn Dead Sea, the Embassy of the Netherlands, the Swedish Embassy, Cozmo Center, Carrefour Hypermarche, UNRWA field office and Head Quarters, UNHCR, and the USAID JORDAN ECONOMIC DEVELOPMENT PROGRAM offices. In addition, the Cozmo Center

contract includes a recycling collection point in the supermarket parking lot, providing a drop-off point for domestic recycling.

Also during this period EGT launched its recycling program in Aqaba. With 5 contracts signed in Aqaba and interest from hotels in Petra, EGT is developing a sustainable and comprehensive recycling program for Jordan.

In June EGT began working with several new accounts. Most notable is the partnership with Carrefour. EGT develop a no-cost waste management solution for Carrefour, this include recovering additional recyclable materials and therefore reducing the overall number of waste trips to the landfill. Up until the partnership with EGT, Carrefour was losing money each month on its waste management. Additional accounts include Mecca Mall, Jordan Oil Shale Company and Tajamouat. In order to service these new accounts EGT expects to hire additional staff, this does not include the recent graduates from the recycling training program.

IMPROVEMENTS IN RECYCLING CAPACITY

Without significant investment in the recycling program, it has remained a very low-tech operational. However, since its inception EGT has many numerous changes to increase its recyclable material recovery rate at its sorting facility. Recently, EGT redesigned its sorting and storage area to streamline the flow of materials. This reduces the amount of times that the materials are handled and allows the individual sorters to spend more time focusing on achieving the highest possible recovery rate.

Additionally, EGT has made several technical improvements in its sorting table. This includes the addition of metal rings to hold bags and drop holes to the sorting table. This allows for quicker sorting and storage of materials. The end result is that with the same amount of sorters EGT can now handle he incoming of more materials. At the beginning of the year, EGT had a large backlog of recyclable material form accounts that needs to be sorted. We are happy to report that this backlog is non-existent and each day incoming materials are sorted and stored until pick-up occurs.

EGT has also been working with each account to improve their ability to sort recyclable material at the source. By sorting more material at the source, EGT will spend less time sorting materials at is facility in Ein al Basha.

The biggest improvement made in EGT's recycling capacity, as a result of the USAID JORDAN ECONOMIC DEVELOPMENT PROGRAM grant, was the purchase of a half tom baler that can be used to bale cardboard, plastic and/or PET. These results in several

benefits for EGT, they include 1) increase our ability to more efficiently store materials on-site. Up until now cardboard, paper and plastic remain in large piles until the vendor arrives to pick-up the material. This method occupies large areas of space. Now with the materials compacted into bales we will reduce the space need to store materials. 2) Baled material fetches a higher price on the local recyclable market. Previously, EGT sold loose material, which we receive, the lowest price available. Now, EGT will be able to increase the revenue collected from certain material. An example of this is cardboard; previously we were selling loose cardboard for approximately 32 – 36 JD/ton, now EGT will be selling bales of cardboard for 61 JD/ton. 3) A baler increases EGT capacity to handle additional materials and therefore expand to serve additional accounts and therefore expanding the business.



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